FVB

4/15/91

1) HEB - 1st purchase last week of base period (w/e 3/1)

2,112 Units purchased w/e 3/1
x 3 Weeks credit
6,336 Units for credit

2) HEAD TOBACCO - Kick-off meeting on 3/8 for Genco

514 Average units first 3 weeks (through 3/29)
x 3 Weeks
1,542 Units for credit

3) CALDWELL - Kick-off meeting on 3/8 for Genco

172 Average units first 3 weeks (through 2/39)
x 3 Weeks
516 Units for credit

4) CASEY'S - Orders on hand for re-intro AAV

A - 6,348 orders on hand

B - 2,660 Average first 3 weeks
x 3 Weeks credit
7,980

Dec - Feb

As discussed with TW 4/15/91

1) These customers were new at time of price increase. Therefore, averages were not established per mailgram
2) Averages were then figured as above.
3) Weekly avgs. for these accounts will be recalculated 9/1/91 to establish weekly average
4) If customer maintains weekly avg. there will be no downstream shrinkage however if averages vary more than 20% will reflect difference from future shipment.

20601730334

Source: https://www.industrydocuments.ucsf.edu/docs/rkfn0004